



# Check Before You Invest

Many different professionals offer financial products or services that involve securities and investing. **You have the right to know what qualifies that person to provide these services to you.** Use this form to help you learn about the salesperson and the investment opportunity **before** you put money into an investment or other financial product.

## Step 1: Learn About the Salesperson

Seller/Agent Name: \_\_\_\_\_

Business Name & Address: \_\_\_\_\_

Phone Number: \_\_\_\_\_ E-mail: \_\_\_\_\_

Today's Date: \_\_\_\_\_

### What products or services are you offering? (check all that apply)

\_\_\_\_ Securities/Investments    \_\_\_\_ Annuities    \_\_\_\_ Accounting    \_\_\_\_ Insurance    \_\_\_\_ Trusts  
\_\_\_\_ Estate Planning    Other: \_\_\_\_\_

### What license(s) do you hold that authorizes you to offer this product or service in Kansas?

LICENSE TYPE	REGULATOR	LICENSE INFORMATION
Securities/Investments/ Investment Adviser	KS Securities Commissioner 1-800-232-9580	CRD No.: _____
Insurance	KS Insurance Department 1-800-432-2484	License No.: _____
Accountant	KS Board of Accountancy 785-296-2162	CPA No.: _____
Real Estate	KS Real Estate Commission 785-296-3411	License No.: _____
Law	Clerk of the KS Supreme Court 785-296-3229	License No.: _____
Other: _____	_____	_____

## **Step 2: Verify the Salesperson's Credentials**

Before you invest, contact the Kansas Securities Commissioner and ask three questions:

1. Is the salesperson licensed?
2. Is the investment product properly registered?
3. Does the salesperson or company have a history of complaints or regulatory actions?

Check with the other agencies if you are purchasing insurance, legal services, financial planning services, etc. This is your best defense (although not a guarantee) against getting involved with a disreputable salesperson or company.

## **Step 3: Discuss Your Needs, Goals, and Risk Tolerance**

Investments are not “one-size-fits-all.” Your broker or investment adviser is required to collect certain information about you. You should be asked about your age, liquid net worth, risk tolerance, and investment goals. Make sure that you have this conversation with your broker or investment adviser before you buy anything. The information should be recorded on a New Account Form. Get a copy of the form for your records. If the salesperson will not discuss this with you, do not invest.

## **Step 4: Learn About the Investment**

Ask for written information about the investment. Take your time and read it thoroughly. Then discuss the following questions with the salesperson. Go through the written information together so that you know where to find the answers. If you cannot get the answers, do not invest.

1. How does the investment work?
2. What components are involved (stock market, savings, insurance, etc.)?
3. What is the time frame of this investment? How does that compare to my age and goals?
4. What are the risks to my principal investment? How could I lose money?
5. Can I withdraw my money at any time? If not, how much will I pay in penalties?
6. What will I pay in management fees?
7. How does the salesperson or company make money from the sale of this product?
8. Other specific questions you may have.

### **For More Information**

**Office of the Kansas Securities Commissioner**  
**618 S. Kansas Avenue**  
**Topeka, Kansas 66603-3804**  
**1-800-232-9580**  
**[www.securities.state.ks.us](http://www.securities.state.ks.us)**

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